



CANNON BUILDING  
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STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

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**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday April 2, 2009 at 9:30 a.m.**

**PLACE: Division of Professional Regulation  
861 Silver Lake Boulevard, Cannon Building  
Second Floor Conference Room A  
Dover, Delaware**

**AMENDED AGENDA**

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – March 5, 2009
- 3.0 Unfinished Business
  - 3.1 Continued Discussion Regarding Course Monitor Responsibilities
- 4.0 New Business
  - 4.1 Review of Letters of Intent and Course Evaluations
  - 4.2 Review of Course Provider Applications
    - 4.2.1 Course Provider: Sussex County Association of Realtors
      - 4.2.1.1 Course Title: Maximizing Your Marketing Strategies
      - Credit Hours: 3
    - 4.2.2 Course Provider: Delaware School of Real Estate
      - 4.2.2.1 Course Title: Environmental Concerns & the Green Movement
      - Credit Hours: 3
      - 4.2.2.2 Course Title: Hot Topics in Real Estate
      - Credit Hours: 3
    - 4.2.3 Course Provider: Rich Castro & Company
      - 4.2.3.1 Course Title: Certified Real Estate Negotiator
      - Credit Hours: 3
    - \*4.2.4 Course Provider: McKissock, LP
      - 4.2.4.1 Course Title: Real Estate Mathematics

Credit Hours: 3

4.3 Review of Instructor Applications

4.3.1 Rich Castro

Continuing Education: Professional Enhancement: Certified Real Estate Negotiator

4.3.2 Michael Davis

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course/Professional Enhancement: Short Sale Pitfalls and Practice/Housing & Economic Recovery Act 2008/Impacts of 2009 Bailout on Real Estate/Risk Management Practice for Realtors/Real Estate Law Update/Legal Quirks and Pitfalls for Realtors/Real Estate Law Updates for Realtors

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment

4.3.3 K. William Scott

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course/Professional Enhancement: Any Law Related Courses

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents/Legal and Governmental Aspects of Real Estate

4.3.4 James Woods

Continuing Education: Legislative Update/Salesperson Core Course

Pre-Licensing Course: Orientation/Real Estate Law/Real Estate Mathematics

Broker's Course: Legal and Governmental Aspects of Real Estate/Mathematics

4.3.5 James Waggoner

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course/Professional Enhancement: Fair Housing Law, Anti-Trust Law, Real Estate Ethics, Agency Relationships & Responsibilities, GRI 101, 201, 301, 401, 501, 601

Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics

Broker's Course: Brokerage/Real Estate Documents/Valuing Real Property/Financing/Ethics/Real Estate Investment/Mathematics

\*4.3.6 Dee Henderson Hake

Continuing Education: Real Estate Ethics or Professional Standards/Agency Relationships or Responsibilities/Salesperson Core Course/Broker Core Course/Professional Enhancement: Contract Writing/CIS & Other Forms/The Buyer Counseling/The Listing Presentation

Pre-Licensing Course: Orientation/Real Estate Sales

Broker's Course: Real Estate Documents/Ethics

\*4.3.7 Skip Smith

Continuing Education: Professional Enhancement: Financing

Broker's Course: Financing

\*4.3.8 John Skrobot, III

Continuing Education: Professional Enhancement: Financing

Broker's Course: Financing

\*4.3.9 Edward Adams

Continuing Education: Salesperson Core Course/Broker Core Course/

Delaware Real Estate Commission Property Management Course

Pre-Licensing Course: Real Estate Sales/Real Estate Mathematics

Broker's Course: Brokerage/Financing/Ethics/Mathematics

\*4.3.10

Danielle Benson

Continuing Education: Salesperson Core Course/Broker Core Course/

Professional Enhancement: Working with Buyers/Working with Sellers

Pre-Licensing Course: Orientation/Real Estate Sales

Broker's Course: Brokerage/Ethics

4.4 Review Student Requests for Approval of Educational Activity

4.4.1

Student Name: Randy Martin

Activity Title: Florida Bert Roger Schools of Real Estate

Credit Hours: 9

4.5 Ratify Committee Chairman's Decision to Extend Course Hours from 2 Hours to 3 Hours for Davis Law Course "Navigating Short Sales: Pitfalls and Practice Tips"

\*4.6 Review Resume for Joseph Giordano - Candidate to Fill Education Committee Public Member Vacancy in Kent County

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – April 2, 2009, 9:30 a.m.

9.0 Adjournment

**Please Take Note:** To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**